

Questionnaire for assessing the appropriateness and suitability in deciding the scope of investment services to be provided by Versobank AS (the Bank).

Name of client (Client):		ID No/Birth date:
Address:	Phone no:	E-mail:
Authorised representative:		ID no/Birth date of authorised representative:

Main purpose of the questionnaire is to determine appropriateness and suitability of investment services and ancillary services according to MiFID (Directive of EC 2004/39/EC) as outlined in the Securities Market Act.

PART I – Knowledge and experience (mandatory for all retail clients):

In case of legal entities knowledge and experience of the authorised representative(s) is assessed.

1. What is the highest level of education you have completed (choose one)?

Primary education

Secondary (university-level) education:

In Economics

In Law

Other higher education

Other (please specify): _____

2. What is your current professional area (previous professional area)?

Financial services (please also specify the duration of your professional involvement):

less than 1 year

more than 1 year

Other (please specify): _____

3. Knowledge in investment services (please mark all that apply):

Transmission of orders/brokerage services

Investment advice

Portfolio/asset management

Custody services

Other (please specify): _____

4. Please indicate your experience in the specified financial instruments (select one option only of each activity type per instrument):

Financial Instruments	Period during which you have been conducting transactions with these financial instruments		Number of transactions per year conducted with these financial instruments		Average Annual Value of Transactions, EUR		
	less than 1 year	more than 1 year	less than 10	more than 10	0 -10,000	10,001 - 25,000	more than 25,000
Equities, equity-based UCITS funds and ETFs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bonds and bond-based UCITS funds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Commodity-based UCITS funds and ETFs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Purchase of rights issued & participation in IPOs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bonds with embedded derivatives, securitized assets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Structured products and investment deposits	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Non UCITS funds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Derivatives (both exchange traded and OTC traded)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART II – Investment objective (mandatory for retail and professional clients in case of portfolio management and investment advisory services):

In case of legal entities investment objective of the legal entity is assessed.

Investment objective is effective for contract(s) No: _____

5. What is your investment horizon, i.e. the length of time for which you intend to hold your investment to achieve your objectives (please choose one)?

- up to 1 year from 1 to 3 years from 3 to 5 years
 more than 5 years

6. Which of the following portfolios describes best the degree of risk you intend to undertake (Please choose one)?

- A portfolio that includes up to 15% of equities A portfolio that includes up to 30% of equities A portfolio that can exceed 30% in equities

7. Which of the following best describes your reaction if the value of your medium-term investment declined by 20% (Please choose one)?

- I would consider liquidating the investment I would consider liquidating part of the investment
 I would probably maintain my position waiting for the market to recover I would consider increasing my position

8. What is the main purpose of your investments (please choose one)?

- Capital preservation Passive capital income (dividends, interests, etc.) Fixed income and capital gain
 Capital gain Active trading Hedging only

9. Do you wish to limit the use of derivatives in this portfolio to hedging purposes only?

- Yes No

10. Are you considering the possibility of liquidating part of your invested assets (i.e. to meet your financial commitments)? If so, please indicate what amount from your portfolio (approximately) you expect to withdraw and when (indicate all that apply):

EUR _____ every year semester quarter month

EUR _____ on following estimated date: _____

I do not expect to liquidate any of my invested assets

PART III – Financial strength (mandatory for retail clients in case of portfolio management and investment advisory services and for professional clients in case of portfolio management)

In case of legal entities financial strength of the legal entity is assessed.

11. What is the main source of your regular income (physical entities only)?

- Salary Rent Interest income Investments
 Own business Other (please specify): _____

12. Please provide an indication of your annual gross income (physical entities only), EUR:

- less than 10,000 10,001- 20,000 20,001- 50,000
 50,001- 100,000 more than 100,000.

13. What is your company’s annual turnover (legal entities only), EUR?

- less than 100,000 100,001- 1,000,000 1,000,001- 5,000,000
 5,000,001- 40,000,000 more than 40,000,000

14. Market value of assets (physical entities only):

Liquid assets, EUR: _____

Investments, EUR: _____

Real estate, EUR: _____

15. Market value of the company (legal entities only):

Assets, EUR: _____ Owner’s equity, EUR: _____

16. Regular financial commitments:

EUR _____ month

17. What percentage of your total assets is / will be trusted through this relationship? Please note, that you need to take into account all assets, i.e. liquid assets, investments, real property, etc.

_____ %

18. Is there any other related information, not covered in the previous questions, you would like to provide?

19. Confirmations of the Client

- 19.1 The Client confirms that he/she understands that the insufficient filling of this questionnaire may adversely affect the Bank’s ability to act in the best interests of the Client and to determine whether the offered investment service or instrument is suitable and appropriate for the Client. The Bank reserves the right to deny a Client or a potential Client the offering of some investment services or securities.
- 19.2 The Client confirms, that he/she will immediately inform the Bank, when the data given in this form changes substantially.
- 19.3 The Client confirms, that data, provided by the Client in this Form is correct.

Client name and signature

Date